

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-07 ISO-00 EB-05 RSC-01 /014 R

66619

DRAFTED BY COM:BOB TAFT

APPROVED BY EB/OCA/REP:GPWILSON

DEPD/OED:JFLAVERTY

DEPD/OED:JAMILLER

----- 129611

R 072102Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

UNCLAS STATE 172303

E.O.11652:NA

TAGS:BEXP,JA

SUBJECT: FOREIGN BUYER PROGRAM: NATIONAL HARDWARE SHOW:
JAPANESE VISITORS

REF: TOKYO 9973

1. WE CONGRATULATE EMBASSY ON SPLENDID SUPPORT OF SUBJECT
SHOW.

2. C.M. CHAIN DIVISION WILLING TO MEET WITH SPECIFIC GROUP.
HOWEVER, CHAIN WISHES TO KNOW WHAT SPECIFIC PRODUCTS ARE
OF INTEREST TO GROUP. ALSO, HOW MANY MEMBERS OF GROUP
WISH TO MEET WITH CHAIN OFFICIAL; IF NUMBER IS SIZEABLE,
CHAIN WOULD LIKE TO HOLD MEETING IN ITS HOSPITALITY SUITE.
CHAIN'S PRIMARY BUSINESS INTEREST IS ESTABLISHING AGENT/
DISTRIBUTORSHIPS AND NOT REPEAT SELLING DIRECTLY.

3. APPROPRIATE COMPANY OFFICIAL FOR IDEAL SECURITY
HARDWARE CORPORATION WILL NOT BE IN HIS OFFICE UNTIL
LATER THIS WEEK. USDOC WILL ADVISE POST SOONEST REGARDING
MEETING SUGGESTED REFTEL 99973/2 PARA 3.B.

4. SEARS AND ROEBUCK CONSIDERED ONE OF BEST HARDWARE
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STORES IN NEW YORK AREA. SEARS PREPARED TO GIVE GROUP

TOUR OF TWO LONG ISLAND STORES, ONE WHICH SPECIALIZES IN GARDEN ACCESSORIES. SEARS WISHES TO KNOW TIME AND DATE GROUP WILL BE COMING AND HOW LONG TOUR SHOULD LAST. INAKAGE GROUP SHOULD BE PREPARED TO CHARTER BUS FOR TRANSPORTATION TO LONG ISLAND AND RETURN NYC. (BECAUSE FRIDAY, AUGUST 30, BEGINS LABOR DAY WEEKEND, PERHAPS GROUP WOULD PREFER VISIT BOTH STORES AFTERNOON AUGUST 29.)

5. USDOC HAS ARRANGED WITH SHOW AUTHORITIES TO PREREGISTER ALL MEMBERS INAKAGE GROUP, HASEGAWA AND TANIGAWA. BECAUSE OF SHORT LEAD TIME AND RECENT DIFFICULTIES WITH INTERNATIONAL AIRMAIL, POST IS REQUESTED TO ADVISE JAPANESE BUSINESSMEN TO PICK UP THEIR BADGES IN INTERNATIONAL BUSINESSMEN'S CENTER (IBC) AT COLISEUM.

6. BOB TAFT WILL BE COMMERCE OFFICIAL ON DUTY AT IBC. KISSINGER

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